to motivate ILECs to negotiate in good faith. FCC policy should create equal opportunity, not affirmative action.

The policies supported by these organizations are unlikely to create competition in telecommunication markets. If AT&T leases many ILECs at cut rates, it will have gone far toward reconstituting the Bell System. This will decrease competition, not invigorate it. The recommended policy appears far from the intent of Congress in replacing the MFJ.

The argument by AT&T, DOJ and MCI makes no business sense. ILECs run a business. If IXCs can lease so much of his business at low prices that it is no longer viable, then the ILEC cannot function. If AT&T leases all of SBC's urban facilities, could SBC still function? Would SBC have the necessary personnel if AT&T left after a few years? In the extreme case, if the ILEC went out of business, who would operate the local network? These scenarios are far from the intention of the 1996 Act o preserve the vitality of the ILECs.

The argument by AT&T, DOJ and MCI makes no economic sense. The use of TSLRIC is justified by the FCC and in many comments as efficient. As noted by Hausman, the abstract argument for TSLRIC is inapplicable to this situation. The existence of joint and common costs renders the abstract argument moot. Economies of scale do the same.

The use of Hatfield rates to lease network elements is justified as promoting efficiency, as implementing the use of TSLRIC. But it is not efficient for new entrants to use ILEC plant if the ILEC plant is inefficient. If Hatfield is correct, FCC policy should encourage the construction of the efficient plant envisaged by Hatfield. The ability to lease the existing plant at cut rates discourages construction and loses the chance to improve efficiency. There is no gain in efficiency when AT&T operates the ILEC plant instead of the ILEC. This is only a transfer.

Economic theory says that old, inefficient machines should be replaced when the average cost of production with the new equipment is less than the average variable cost of the old.

According to Hatfield, an efficient network costs only half as much as current ILEC networks. This difference is far greater than the sunk cost of the existing local network, which can be approximated by the return to apital. ILECs therefore should have been making these investments already. As noted by Hatfield, ILECs are improving their networks, but still not approaching Hatfield's "efficient network." Why not?

The reason is that these estimates of Hatfield are hopelessly confused and erroneous. Hatfield argues that its cheaper plant is a principal source of its cheaper costs: "The difference between the Hatfield Model in vestment and actual LEC investment is \$125 billion dollars [sic]." But this is the difference between the Hatfield Model and the *gross* plant of the Tier One companies. Hatfield's hypothetical plant costs only \$25 billion less than the net investment of the Tier One companies, hardle enough to explain much of their massive difference in costs. The FCC should not employ cost estimates made by people who cannot distinguish between net and gross plant.

I declare under penalty of perjury that the foregoing is true and correct. Executed on May 29, 1996.

Peter Temin

Peter Ze

<sup>&</sup>lt;sup>4</sup> MCI Comments, Hatfield Associates Attachment, Table 5.

<sup>&</sup>lt;sup>5</sup> MCI Comments, Hatfield Associates Attachment, p. 40.

<sup>&</sup>lt;sup>6</sup> FCC, Statistics of Communications Common Carriers as of December 31, 1994, Table 2.9.

## AFFIDAVIT OF DANE ERSHEN

My name is Dane Ershen, and I am Vice President—Network Operations of Southwestern Bell Mobile Systems, Inc. (SBMS), d/b/a CellularOne—Chicago, a wholly-owned subsidiary of Southwestern Bell Wireless Holdings, Inc., which is in turn a wholly-owned subsidiary of SBC Communications Inc. (SBC). In that capacity I am responsible for overseeing all of the network and information service functions of SBMS's largest cellular market, which encompasses the greater Chicagoland area and portions of Northwest Indiana. My technical background was acquired through my years as an Electronics Instructor in the Navy, at Metrocom (a telecommunications company at which I specialized in two-way radio communications for private and public safety applications), and at SBC. I joined SBC in 1987 as a Manager in the Network Department of Cellular One. I was promoted to my current position of Vice President-Network Operations in 1988.

SBMS, d/b/a CellularOne—Chicago, is a provider of cellular service (including long distance) in the Chicago, Illinois Metropolitan Statistical Area (MSA), Gary Indiana MSA and Illinois Rural Service Area 2.

SBMS Illinois Services, Inc. (SBMS Illinois) is certified to provide landline local exchange service in certain parts of the state of Illinois pursuant to an order adopted by the Illinois Commerce Commission on 12/20/95.

I have reviewed the Comments filed by SBC in Docket 96-98, In the Matter of Implementation of the Local Competition Provisions in the Telecommunications Act of 1996, and specifically the unbundling proposal advocated by SBC, on behalf of SWBT, SBC's incumbent local exchange provider (ILEC) in the states of Arkansas, Kansas, Missouri, Oklahoma and Texas.

SBC's proposal that five network elements (loop, loop cross connect, switched port, local switching and local switch transport) be unbundled generally offers sufficient functionality and flexibility for any facilities-based local service provider (LSP) to offer landline local exchange service efficiently and in competition with the incumbent local exchange provider, at least initially. In order for SBMS Illinois to offer local exchange service under this approach, it would only need to purchase unbundled loop facilities (loop and loop cross connect) and transport facilities from the incumbent local exchange carrier. SBMS Illinois could also purchase transport from an alternative source, such as a competitive access provider (CAP). SBMS Illinois could combine these unbundled facilities with non-incumbent local exchange carrier switching infrastructure to offer landline local exchange service in competition with Illinois Bell Telephone Company d/b/a Ameritech—Illinois.

Nationwide rules for further unbundling may not make sense and, in fact, may be anti-competitive. Geographics, networks and population densities vary dramatically across the United States. Also, the statute allows for negotiations to further unbundle networks over and above any minimum network standards the FCC deems appropriate.

SBC's proposed set of unbundled elements also offers other potential LSPs (such as CAPs, CATV providers or IXCs) a reasonable approach to offer local exchange service through the purchase of only those unbundled elements that would be necessary to provide service. For instance, a CAP could combine SBC's proposed unbundled elements (loop—loop cross connect) with the CAP's facilities to offer local exchange service in competition with the incumbent local exchange provider. Similarly, a CATV provider could combine unbundled switching elements and transport elements

together with its existing loop facilities to provide local exchange service to its customers. Or, an interexchange carrier would likely need to purchase only the loop element and loop cross connect to go along with its switching and transport facilities to offer local exchange service competitively.

The proposed set of unbundled elements allows the LSP (be it a cellular provider, a CAP, a CATV provider or an IXC) to provide landline local exchange service in an efficient manner and on competitive terms with the incumbent. Of course, to the extent a competing provider wishes to expand its infrastructure (through deployment of switching or transport facilities, for instance), it would no longer need to purchase certain unbundled elements from the incumbent. Other services could also be purchased on a resale basis from the incumbent LEC (such as operator services, directory assistance, access to 911) to round-out the LSP's service offerings.

SBC's unbundling proposal, in conjunction with the ability of an LSP to purchase additional services on a resale basis, allows any facilities-based provider to compete efficiently and effectively with an ILEC.

While I endorse SBC's proposal, it is important to note that whatever technology is appropriate today, it likely will not be appropriate tomorrow. I urge the Commission to adopt an unbundling approach that makes available the basic functionalities (local loop, switching and transport) through SBC's proposed five elements without limiting the elements that may be negotiated among interconnecting carriers to make this functionality available in the future. New approaches to offering necessary functionalities will certainly be available in the future and the Commission should not establish rules that limit these functionalities solely to today's technology. This

approach allows parties the flexibility to negotiate whatever technical arrangements are necessary to meet their unique needs.

Dane Frehen

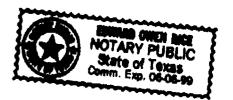
Vice President - Network Operations Southwestern Bell Mobile Systems

County of Haus) SS

Sworn to and subscribed before me, a Notary Public, this 29 day of May 1996.

Charle O- Yace Notary Public

My commission expires 26 0 ( 99



## CERTIFICATE OF SERVICE

I, Liz Jensen, hereby certify that the foregoing Reply Comments of Southwestern Bell Telephone Company,

Docket 96-98, have been served this 30th day of May, 1996 to the Parties of Record.

Lie gensen

Liz Jensen

May 30, 1996

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